

Message Text

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ORIGIN EA-09

INFO OCT-01 ISO-00 AS-01 EB-07 CIAE-00 INR-07 NSAE-00
XMB-02 COME-00 TRSE-00 L-03 SP-02 /032 R

DRAFTED BY EA/ROC:RABOUCHER:ARCKC
APPROVED BY EA/ROC - BLEVIN
-----088189 251521Z /41

R 251508Z JUN 77
FM SECSTATE WASHDC
TO AMEMBASSY TAIPEI

LIMITED OFFICIAL USE STATE 148757

E.O. 11652:N/A

TAGS:BEXP, EFIN, TW

SUBJECT:CHINA GULF OIL COMPANY NO. 2 LUBE OIL PLANT

REFERENCE: TAIPEI 3694

1. EXIMBANK SAYS IT WOULD RECONSIDER FINANCING RATE OF 8 5/8 PERCENT FOR CGOC PROJECT IF PRESENTED WITH FIRM EVIDENCE OF LOWER RATE BEING OFFERED BY COMPETITORS. WHILE EMBASSY'S CONTACT WITH VICE MINISTER CHANG PRODUCED REPORT OF LOWER RATE WHICH MAY BE CONSIDERED BY EXIM, FIRM EVIDENCE IS USUALLY IN FORM OF; A) INFORMATION, PREFERABLY WRITTEN, FROM PURCHASERS OR COMPETING SUPPLIERS SHOWING OFFER OF LOWER RATE OR B) CONFIRMATION FROM JAPANESE THROUGH OECD OR OTHER CHANNELS THAT LOWER RATE IS BEING OFFERED. EXIM HAS QUERIED JAPANESE BUT HAS AS YET RECEIVED NO CONFIRMATION.

2. EXIM WOULD RECONSIDER RATE AT ANY TIME UP TO AWARD OF CONTRACT, SO EVIDENCE, EVEN AFTER BIDS ARE IN, WOULD
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TRIGGER EXIM DISCUSSIONS OF POSSIBLE LOWERING. EXIM RATES ARE NORMALLY BETWEEN 8 AND 9 PERCENT, BUT CAN BE ADJUSTED IN VIEW OF LOWER COMPETING RATES.

3. EMBASSY MAY WISH TO ENCOURAGE BADGER TO OBTAIN

WRITTEN CONFIRMATION OF COMPETING JAPANESE RATES FROM

GROC, GULF OR POSSIBLY JAPANESE SUPPLIERS. BADGER
COULD ALSO BE TOLD OF EXIM'S OPENNESS TO ADJUSTING
RATE AT LATER DATE.

4. FOR EMBASSY INFO: EXIM SAYS JAPANESE EXIM IS
FREQUENTLY ABLE TO OFFER 7 1/2 PERCENT. EXIM ALSO
SUGGESTS THAT CONTRACT AWARD COULD ALSO INVOLVE PRICE
SINCE IN PAST JAPANESE HAVE OFTEN BID 30 PERCENT
LOWER THAN OTHERS, ALTHOUGH THIS WAS NOT EVIDENCED
IN CHANG'S COMMENTS ON FINANCING IN REF.
VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PETROLEUM INDUSTRY, INDUSTRIAL PLANTS, BANK LOANS
Control Number: n/a
Copy: SINGLE
Sent Date: 25-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE148757
Document Source: CORE
Document Unique ID: 00
Drafter: RABOUCHER:ARCKC
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770228-0352
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770618/aaaaapnb.tel
Line Count: 73
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: dcd37e76-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 TAIPEI 3694
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 03-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2031123
Secure: OPEN
Status: NATIVE
Subject: CHINA GULF OIL COMPANY NO. 2 LUBE OIL PLANT
TAGS: BEXP, EFIN, ENRG, TW, CHINA GULF OIL CO
To: TAIPEI
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/dcd37e76-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009